

RFP-SF-38-0-2014/BM
Space Florida-Israel Innovation Partnership
Aerospace Track
Questions & Answers

Question Due Date Deadline: Friday, January 17, 2014, 3:00 P.M.
Answer Due Date Deadline: Friday, January 24, 2014, 3:00 P.M.

Q1: Would Space Florida be open to a discussion about the type of technology that we are thinking of proposing before we spend time and effort to move forward? We have an idea about a technology product but want to make sure that it falls in line with the technology areas.

A1: In accordance with Page 2 of the published RFP, the company should provide the Bilateral Cooperation Form to Space Florida and identify the type of technology in Section 1.2 of the Bilateral Cooperation Form. In the event the technology falls to the “other” category, the company should provide enough detail for the review. This will enable SF to provide respective feedback and the company the ability to determine if they would like to proceed.

Q2: It seems that large fraction of the possible scope involves technologies that fall under US Export Control Laws. As such, for US partners will most likely need to comply with ITAR and secure a TAA, a process that appears to take about 4 - 5 months. Until a US company gets a TAA approved, it can't legally have any meaningful technical discussions with potential Israeli partners. Additionally, Israeli partners will likely need to comply with Israeli export control laws to secure Governmental security approvals, a process that is estimated to take between 45 and 60 days on average. Given this situation, might it be possible for the proposal due dates to be modified to allow these approvals to be obtained?

A2: The State of Florida has approved \$1 million in recurring funding for the Space Florida Israel Innovation Partnership. For the 2013-2014 fiscal year, the State of Florida has appropriated \$1 million for the Innovation Partnership. This \$1 million is available to be used by Space Florida as long as Space Florida encumbers the funds by entering into written agreements for the use of the \$1 million on or before June 30, 2014. Unfortunately, due to the time that was required to get necessary governance agreements in place between the State of Florida and the State of Israel, the schedule for this first round of the Innovative Partnership in the 2013-2014 fiscal-year is tight. If Space Florida does not encumber the appropriated funds for the 2013-2014 fiscal-year on or before midnight of June 30, these funds will no longer be available to Space Florida to be used for the Innovation Partnership. Space Florida is hopeful and optimistic that since the legislature has approved “recurring funding” for the Innovative Partnership, that \$1 million will be budgeted and appropriated for the 2014-2015 fiscal-year. We expect that there will be ample time in the next round in 2014-2015 to secure governmental approvals, as needed.

Q3: The division I work for is based in (*information purposely withheld for discretionary purposes*) The (*information purposely withheld for discretionary purposes*) is a leading governmental research center with vast experience in Physics, Chemistry, electro optics and optics. We believe we have the basis for an ideal partnership for the program in question and would welcome your assistance in moving forward with a submission.

A3: As noted in the RFP, only for-profit firms are eligible to apply. Based upon the description of the Israel Institute for Biological Research you provided, your governmental research center would not appear to be an eligible applicant as a government entity. As noted in the RFP, academic institutions and not-for-profit entities are eligible to act as subcontractors to for-profit Florida and Israeli firms that meet the applicant qualifications listed in the RFP.

Q4: I would like to request a short meeting with Mr. DiBello. I am President of a small space company here in Florida. We are involved in a number of NASA small satellite projects including the largest solar sail to ever be deployed in space. We have been contacted by an Israeli group and would like to talk to Mr. DiBello before his upcoming trip to Israel about the joint Space Florida - Israel Innovation Partnership Program.

A4: Per the RFP, Appendix D, Section 1, all communications and questions concerning the RFP should be directed in writing to the following RFP Project Coordinator.

Q5: Are FL companies matched with Israeli companies or do we need to find collaborators on our own for this opportunity?

A5: MATIMOP has a searchable database of technology companies in Israel that provides on-demand partner matching services, it is located at:

<http://www.matimop.org.il/database.aspx>

Space Florida is able to offer high-level assistance in identifying Israel company(s) with which to partner with as a co-applicant for this RFP, as is done in the response to Question 3 above. Beyond that, it is the responsibility of the interested Florida company to contact potential Israeli partner company(s) directly and discuss their interest in a joint application.
